

## Success Stories

Proven Results - Proven Returns

### Uniplex Office Products Ltd, London, United Kingdom

- Uniplex Ltd. faced several \$10MM government penalties if any 3-month code ports were delivered late.
- Converted the 3-month *manual* process to an *automatic, overnight*, process. All dates met.

These are just some of Greg's success stories.

## Clients

Greg's clients include:

- IBM (US)
- IBM Research Labs (UK)
- Tivoli Systems (US)
- European Space Agency
- British Aerospace (BAE Systems)
- CNT/McData/Brocade
- Start-up companies

## Typical Engagement

To accomplish the best results, Greg typically engages full time with a company for 3-12 months, joining the company as a member of the executive leadership team.



## Greg Knight

B.Sc.(Hons), C.Eng., CITP, FBCS, MIoD

Greg is a highly skilled, results-oriented, dynamic, executive leader, with a long track record of adding several \$Tens-of-Millions to a company's annual revenue.

He has exceptional technical skills (a strong Patent Portfolio), plus excellent experience in effective organization, business and marketing.

Greg Knight is a qualified Chartered Engineer (PhD) in Computer Science, and a Chartered Information Technology Practitioner (CITP) in Information Technology. He brings 20 years of IT consulting experience at all levels.

## Contact

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ConsultGregKnight.com

Substantial  
Business  
Growth  
*Through  
Executive-Level  
IT Expertise*

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# Business Growth Program

Proven Results - Proven Returns

Is your business growing as fast as it could? Is your IT department leading the way, or falling behind?

Most CTOs, CIOs, & VPs of IT are overloaded. In many cases, they are so busy that their leadership, creativity, and innovation skills do not get a chance to shine through. The result is that your company suffers, by growing less than it could.

The solution to this common problem is not to hire more program managers, but to temporarily bring someone on-board who is an expert Executive IT leader, who will maximize deliverables & profitability, improve accountability, and minimize costs.

This is where Greg Knight can help. He has been helping companies in the US and the UK in this way for over 10 years. His areas of IT expertise include:

- Cost Effective Rapid Software Development
- Successful Mergers & Acquisitions – integrating products, processes & teams effectively
- Dramatic QA Improvements – better software products needing less maintenance
- Highly Successful Outsourcing

# Business Growth Program

Proven Results - Proven Returns

- Experienced Mentoring for Executives & Managers
- Industry-leading Next Generation Strategies
- Visionary Product Objectives

## Success Stories

Here are some of Greg's successes over the past few years.

### International Networking Solutions USA, (1,400 employees)

- Invented, architected & patented a new product to open a major new *software* revenue stream for a *hardware-only* company.
- Went to market 12 months after conception, and the product generated \$19MM revenue in the first year.
- Managed development centers in MN, NJ, CA & NY.



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### International Publishing Company USA, (30,000 employees)

- Created & implemented a strategy to take the company's software products into the next 3-5 years with increased market share, while providing new tactical features which generated an additional \$30MM revenue that year.
- Changed 33% project success rate to 100% in 5 just months.
- Successfully integrated new acquisition.
- Restructured development organization for efficiency & morale. Reversed attrition.
- Managed development centers in MN, IL, PA & India. 150 reports.

### IBM UK Research Laboratories, Winchester, UK

### IBM Storage Division, MN, USA

- Recruited by IBM Research Labs to solve problems with new technology disk management under AIX.
- Created and patented a solution for this, and built a new product line generating several tens of millions of dollars in software & hardware sales.
- Created a 2nd new product line, generating \$40MM software revenue in the first 5 months.
- Invented & filed 12 patents.